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Monroe County Executive Cheryl Dinolfo Opens Recruitment for The Entrepreneurs Network Class XXI in September

TEN seeking high-growth applicants from Monroe County and across Upstate New York

Monroe County Executive Cheryl Dinolfo today announced applications are currently being accepted for The Entrepreneurs Network (TEN) Class XXI. TEN was created to boost economic and workforce development by supporting regional firms with high-revenue potential.

TEN assists start-ups commercializing scientific breakthroughs and technology innovations, and small businesses which can scale by tapping new markets or expanding their product portfolios. Intensive entrepreneurial “Boot Camps” taught by local and national experts cover a wide array of topics from marketing strategies to building financial models to improving leadership skills. Presenters and business coaches also provide expertise outside of the Boot Camps to help entrepreneurs develop a growth strategy and secure resources.

*“Monroe County is a proud partner in encouraging our local business leaders to stay and grow here in our community,” said **County Executive Cheryl Dinolfo**. “TEN provides practical, real-world instruction to help individuals succeed in creating jobs for themselves and others by delivering valuable, customer-centric products that can be profitably differentiated from their competitors.”*

Business experts select only 10 ventures for maximum interaction with TEN and admission is by application only. Entrepreneurs can apply online by visiting: www.ten-ny.org/membership. An all-inclusive fee of \$350 is due upon formal acceptance. The deadline to apply for Class XXI is Friday, September 9. Classes begin on Thursday, September 15 and conclude on Friday, December 16. A complete schedule can be found at: www.ten-ny.org.

TEN candidates are required to be founders, senior executives, or those holding a controlling position in an early stage technology, life science and/or scalable, high-revenue potential company. Manufacturing firms, family-owned businesses, serial entrepreneurs, and companies involved in ownership transition and university research spin-offs are also eligible. Companies should be in business less than 10 years with revenues less than \$10 million with operations in Upstate New York.

TEN’s prior Boot Camps have assisted more than 370 entrepreneurs from 340 start-ups and small businesses throughout the region.

“HTR and Monroe County share a common goal of keeping jobs and investments here in our region,” says James Senall, President of High Tech Rochester. “Many entrepreneurs have not been exposed to all aspects of running a successful venture. I tell entrepreneurs, ‘if you are ready to up your game and improve your firm's performance, join TEN today!’”

“The overarching goal of TEN is to arm Upstate entrepreneurs with skills, knowledge and contacts to help their companies grow,” said TEN Executive Director Jean Kase.

Based on a recent survey, TEN alumni showed increases in their firms’ growth and performance by hiring new personnel, increasing revenue and attracting capital. More than half of businesses are expanding their workforce while more than a third have revenues surpassing \$1 million and nearly 40% of entrepreneurs have raised significant amounts of capital.

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